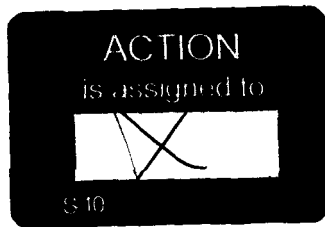


307007



San Francisco International Airport

P.O. Box 8097  
San Francisco, CA 94128  
Tel 650.821.5000  
Fax 650.821.5005  
www.flysfo.com

November 22, 2004

AIRPORT  
COMMISSION  
CITY AND COUNTY  
OF SAN FRANCISCO

GAVIN NEWSOM  
MAYOR

LARRY MAZZOLA  
PRESIDENT

MICHAEL S. STRUNSKY  
VICE PRESIDENT

LINDA S. CRAYTON

CARYL ITO

ELEANOR JOHNS

JOHN L. MARTIN  
AIRPORT DIRECTOR

The Honorable Norman Y. Mineta  
Secretary  
U.S. Department of Transportation  
400 - Seventh Street, SW  
Washington, DC 20590

RE: DOCKET NUMBER OST-2004-19077 -309

Dear Secretary Mineta:

Please find enclosed Letters of Support of Docket Number OST-2004-19077, in the matter of 2005/2006 U.S.-China Air Services Case and Designations.

This is in regard to the Motion of the City and County of San Francisco for Leave to File Statement of Position in support of the Application of United Airlines to serve the San Francisco-Guangzhou market.

Very truly yours,

John L. Martin  
Airport Director

DEPT OF TRANSPORTATION  
DOCKETS  
2004 DEC -3 A 10:59

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Claudia Viek  
Brooks Walker, III  
Wells Whitney  
George Williams  
J. Peter Winkelstein  
Howard Wong  
Paul Zeger



312 Sutter Street, Suite 500  
San Francisco, CA 94108-4305

415.781.8726 tel  
415.781.7291 fax

info@spur.org  
www.spur.org

November 18, 2004

The Honorable Norman Y. Mineta  
Secretary of the US Department of Transportation  
400 7<sup>th</sup> Street, SW  
Washington, DC 20590

Dear Secretary Mineta:

On behalf of SPUR, the San Francisco Planning and Urban Research Association, I am writing to express my strong support for United Airlines' application to provide direct daily service between San Francisco and Guangzhou, China.

SPUR is a public policy think-tank that promotes good planning and good government in San Francisco and the Bay Area.

We believe this expanded air service will be a critical boost to the Bay Area's economy, and we also believe it is justified by the large Chinese-American community in the Bay Area.

The US economy, and the Bay Area's economy in particular, are increasingly tied to China. We believe this expanded service is a logical and important step to facilitate trade and communication internationally.

Thank you for your consideration.

Sincerely,

Jim Chappell  
President

2004 DEC -3 A 0:59  
DEPT OF TRANSPORTATION  
DOCKET

## McKinsey&Company

November 16, 2004

The Honorable Norman Y. Mineta  
Secretary, U.S. Department of Transportation  
400 7th Street, S.W  
Washington, DC 20590

Re: Docket No. OST 2004-19077

Dear Secretary Mineta:

I am writing to encourage you to select United Airlines to provide direct daily nonstop service from San Francisco International Airport (SFO) to Guangzhou, China.

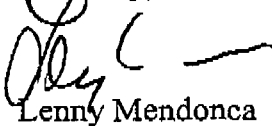
The Bay Area business community knows that SFO - and its many international connections to Asia and elsewhere - is a major economic engine for our region. The innovative, outward-looking economy of the Bay Area requires convenient connections to all corners of the world marketplace. For this reason, the Bay Area Council has supported improving expanding SFO's international terminal, connecting SFO to BART, and reducing weather-related delays. For this same reason, the Bay Area Council supports the application by United Airlines to provide direct daily non-stop international air service between SFO and Guangzhou, China.

China's exploding economic market represent a leading business opportunity for Bay Area firms, and the proposed new routes will both facilitate and serve economic relations with China. The proposed SFO-Guangzhou service is estimated to shrink by five-to-six hours the total flying time, and thus would enhance substantially the service and competition policies of the Department.

With international air traffic rapidly regaining its pre-9/11 growth levels, and as our Bay Area businesses participate more and more in the exciting opportunities offered by China's dynamic economic growth, the time is ripe for United to offer this highly competitive direct daily non-stop service between SFO and Guangzhou. The Bay Area Council urges you to select United Airlines in the above-cited docket for direct daily nonstop service between SFO-Guangzhou.

Thank you for your consideration.

Sincerely,



Lenny Mendonca  
Chairman, Bay Area Economic Forum  
Director, McKinsey & Company

November 18, 2004

The Honorable Norman Y. Mineta  
Secretary, U.S. Department of Transportation  
400 7th Street, S.W.  
Washington, D.C. 20500  
Docket No. OST 2004-19077

Dear Secretary Mineta,

On behalf of Sunrise Wireless, Inc. we write to urge The Department of Transportation to select United Airlines' application to provide direct daily non-stop international air service between San Francisco International Airport (SFO) and Guangzhou, China. The proposed new service is essential to meet rapidly growing demand for more direct access to the Pearl River Delta region by Bay Area businesses.

We strongly support United's efforts to expand its services between the Bay Area and China's exploding economic markets. The Bay Area supports the largest Chinese-American population and business base within the United States, and numerous Bay Area residents with business and family linkages to Hong Kong, Guangzhou, Shanghai and other major Chinese urban centers need access to more direct and convenient air services that will reduce travel time. The proposed SFO-Guangzhou service is estimated to shrink by five-to-six hours the total flying time, and thus would enhance substantially the service and competition policies of the Department.

With international air traffic rapidly regaining its pre-9/11 growth levels, and as our Bay Area businesses participate more and more in the exciting opportunities offered by China's dynamic economic growth, the time is ripe for United to offer this highly competitive direct daily non-stop service between SFO and Guangzhou.

We urge you to select United Airlines in the above-cited docket for direct daily nonstop service between SFO-Guangzhou. Thank you for your consideration.

Sincerely,



Milton E. Gregory  
President, Sunrise Wireless, Inc.

DEPT. OF TRANSPORTATION  
DOCKETS  
2004 DEC -3 A 10:59

# SOM

November 18, 2004

President George W. Bush  
The White House  
Washington, D.C. 20500

Subject: Docket No. OST 2004-19077

Dear President Bush:

On behalf of Skidmore, Owings & Merrill LLP (SOM), we write to urge the Department of Transportation to select United Airlines' application to provide direct daily non-stop international air service between San Francisco International Airport (SFO) and Guangzhou, China. The proposed new service is essential to meet rapidly-growing demand for more direct access to the Pearl River Delta region by Bay Area businesses, including SOM. We are actively engaged in professional architectural and urban design services in this region of China.

We strongly support United's efforts to expand its services between the Bay Area and China's exploding economic markets. The Bay Area supports the largest Chinese-American population and business base within the United States, and numerous Bay Area residents with business and family linkages to Hong Kong, Guangzhou, Shanghai and other major Chinese urban centers need access to more direct and convenient air services that will reduce travel time. The proposed SFO-Guangzhou service is estimated to shrink by five-to-six hours the total flying time, and thus would enhance substantially the service and competition policies of the Department.

With international air traffic rapidly regaining its pre-9/11 growth levels, and as our Bay Area businesses participate more and more in the exciting opportunities offered by China's dynamic economic growth, the time is ripe for United to offer this highly competitive, direct, daily non-stop service between SFO and Guangzhou.

We urge you to select United Airlines in the above-cited docket for direct daily non-stop service between SFO-Guangzhou. Thank you for your consideration.

Very truly yours,



Gene Schnair  
Managing Partner

Skidmore, Owings & Merrill LLP  
One Front Street, San Francisco, California 94111  
415 981-1555, Fax 415 398-3214, www.som.com

2004 DEC -3 A 10 59

DEPT OF TRANSPORTATION  
DOCKETS

# BPM<sup>®</sup>

BURR, PILGER & MAYER LLP

*Accountants and Consultants*

November 17, 2004

The Honorable Norman Y. Mineta  
Secretary, U.S. Department of Transportation  
400 7<sup>th</sup> Street, S.W.  
Washington, D.C. 20590

Re: Docket No. OST 2004-19077

Dear Mr. Secretary:

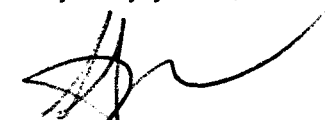
On behalf of Burr, Pilger & Mayer LLP, we are writing to urge The Department of Transportation to select United Airlines' application to provide direct daily non-stop international air service between San Francisco International Airport (SFO) and Guangzhou, China. The proposed new service is essential to meet rapidly growing demand for more direct access to the Pearl River Delta region by Bay Area businesses.

We strongly support United's efforts to expand its services between the Bay Area and China's exploding economic markets. The Bay Area supports the largest Chinese-American population and business base within the United States, and numerous Bay Area residents with business and family linkages to Hong Kong, Guangzhou, Shanghai and other major Chinese urban centers need access to more direct and convenient air services that will reduce travel time. The proposed SFO-Guangzhou service is estimated to shrink by five-to-six hours the total flying time, and thus would enhance substantially the service and competition policies of the Department.

With international air traffic rapidly regaining its pre-9/11 growth levels, and as our Bay Area businesses participate more and more in the exciting opportunities offered by China's dynamic economic growth, the time is ripe for United to offer this highly competitive direct daily non-stop service between SFO and Guangzhou.

We urge you to select United Airlines in the above-cited docket for direct daily nonstop service between SFO-Guangzhou. Thank you for your consideration.

Very truly yours,



Stephen D. Mayer  
President & CEO

DEPT. OF TRANSPORTATION  
DOCKETS  
2004 DEC -3 A 10:50

# ReedSmith

**Jack R. Nelson**  
Direct Phone: 510.466.6838  
Email: jnelson@reedsmith.com

Reed Smith LLP  
1999 Harrison Street  
Suite 2400  
Oakland, CA 94612-3572  
510.763.2000  
Fax 510.273.8832

November 16, 2004

The Honorable Norman Y. Mineta  
Secretary  
U.S. Department of Transportation  
Washington, DC 20590

Re: Docket No. OST 2004-19077

Dear Secretary Mineta:

On behalf of the Bay Area Council and its business members, I am writing to encourage you to select United Airlines to provide direct daily nonstop service from San Francisco International Airport (SFO) to Guangzhou, China.

The Bay Area business community knows that SFO—and its many international connections to Asia and elsewhere—is a major economic engine for our region. The innovative, outward-looking economy of the Bay Area requires convenient connections to all corners of the world marketplace. For this reason, the Bay Area Council has supported improving expanding SFO's international terminal, connecting SFO to BART, and reducing weather-related delays. For this same reason, the Bay Area Council supports the application by United Airlines to provide direct daily non-stop international air service between SFO and Guangzhou, China.

China's exploding economic market represent a leading business opportunity for Bay Area firms, and the proposed new routes will both facilitate and serve economic relations with China. The proposed SFO-Guangzhou service is estimated to shrink by five-to-six hours the total flying time, and thus would enhance substantially the service and competition policies of the Department.

With international air traffic rapidly regaining its pre-9/11 growth levels, and as our Bay Area businesses participate more and more in the exciting opportunities offered by China's dynamic economic growth, the time is ripe for United to offer this highly

DEPT OF TRANSPORTATION  
DOCKETS  
2004 DEC -3 A 10:59

The Honorable Norman Y. Mineta  
November 16, 2004  
Page 2

ReedSmith

competitive direct daily non-stop service between SFO and Guangzhou. The Bay Area Council urges you to select United Airlines in the above-cited docket for direct daily nonstop service between SFO-Guangzhou. Thank you for your consideration.

Very truly yours,



Jack R. Nelson  
California Market Managing Partner

JRN/cah

DOCSOAK-9746632.1-JNELSON





The PMI Group, Inc.  
PMI Plaza  
3003 Oak Road  
Walnut Creek, CA 94597  
Tel Direct: (925) 658-6250  
Office Fax: (925) 658-6114

W. ROGER HAUGHTON  
Chairman and Chief Executive Officer

November 16, 2004

The Honorable Norman Y. Mineta  
Secretary, U.S. Department of Transportation  
400 7<sup>th</sup> Street, S.W.  
Washington, D.C. 20590

Re: Docket No. OST 2004-19077

Dear Secretary Mineta:

On behalf of the Bay Area Council and its business members, I am writing to encourage you to select United Airlines to provide direct daily nonstop service from San Francisco International Airport (SFO) to Guangzhou, China.

The Bay Area business community knows that SFO – and its many international connections to Asia and elsewhere – is a major economic engine for our region. The innovative, outward-looking economy of the Bay Area Council has supported improving expanding SFO's international terminal, connecting SFO to BART, and reducing weather-related delays. For this same reason, the Bay Area Council supports the application by United Airlines to provide direct daily nonstop international air service between SFO and Guangzhou, China.

China's exploding economic market represent a leading business opportunity for Bay Area firms, and the proposed new routes will both facilitate and serve economic relations with China. The proposed SFO-Guangzhou service is estimated to shrink by five-to-six hours the total flying time, and thus would enhance substantially the service and competition policies of the Department.

With international air traffic rapidly regaining its pre-9/11 growth levels, and as our Bay Area businesses participate more and more in the exciting opportunities offered by China's dynamic economic growth, the time is ripe for United to offer this highly competitive direct daily non-stop service between SFO and Guangzhou. The Bay Area Council urges you to select United Airlines in the above-cited docket for direct daily nonstop service between SFO-Guangzhou. Thank you for your consideration.

Very truly yours,

W. Roger Haughton

WRH/mld

DEPT. OF TRANSPORTATION  
DOCKETS  
2004 DEC -3 A 11:00



## CHINESE CHAMBER OF COMMERCE

730 Sacramento Street, San Francisco, CA 94108

(415) 982-3000

Fax: (415) 982-4720

The Honorable Norman Y. Mineta

November 15, 2004

Secretary, U.S. Department of Transportation

400 7<sup>th</sup> Street, S.W.

Washington, D.C. 20590

Dear Secretary Mineta:

On behalf of the Chinese Chamber of Commerce, we write to urge The Department of Transportation to select United Airlines' application to provide direct daily non-stop international air service between San Francisco International Airport (SFO) and Guangzhou, China. The proposed new service is essential to meet rapidly growing demand for more direct access to the Pearl River Delta region by Bay Area businesses and residents.

The Chinese Chamber of Commerce is comprised of 500 business members, 80% of whom are doing businesses with Guangzhou area. Besides, nearly 70 % of the San Francisco and in the Bay area counties residents are hailed from Guangzhou area. Just in the month of November 2004, over 2000 of our residents in San Francisco have gone back for family and district associations' conventions that we are aware of. So we anticipate the demands for direct service to Guangzhou will far exceed passengers traveling on the San Francisco/Shanghai route.

We strongly support United's efforts to expand its services between the Bay Area and China's exploding economic markets. The Bay Area supports the largest Chinese-American population and business base within the United States, and numerous Bay Area residents with business and family linkages to Hong Kong, Guangzhou, Shanghai and other major Chinese urban centers need access to more direct and convenient air services that will reduce travel time. The proposed SFO-Guangzhou service is estimated to shrink by five-to-six hours the total flying time, and thus would enhance substantially the service and competition policies of the Department.

With international air traffic rapidly regaining its pre-9/11 growth levels, and as our Bay Area businesses participate more and more in the exciting opportunities offered by China's dynamic economic growth, the time is ripe for United to offer this highly competitive direct daily non-stop service between SFO and Guangzhou.

2004 DEC -3 A 11:00


DEPT OF TRANSPORTATION  
DOCKETS

November 15, 2004

The Honorable Norman Y. Mineta

We urge you to select United Airlines in the above-cited docket for direct daily nonstop service between SFO-Guangzhou. Thank you for your consideration.

Sincerely,

A handwritten signature in black ink, appearing to read "Rose Pak", with a long horizontal flourish extending to the right.

Rose Pak

General Consultant

Chinese Chamber of Commerce

# San Francisco Small Business Advocates

## Small Business

# BIG IMPACT!

The Honorable Norman Y. Mineta  
Secretary, U.S. Department of Transportation  
400 7<sup>th</sup> Street, S.W.  
Washington, D.C. 20590

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Bruce Bonacker, AIA  
Bonacker Associates Architecture  
415-434-4300

Rosalie Bulach  
Name-Flinders Lists, Inc.  
415-955-8585

John Carlson  
Monaco Labs & Video  
415-864-5350

Stephen Cornell  
Browne's Hardware  
415-673-8900

Mike Denny  
American Wine Distributors, Inc.  
415-986-7677

Rich Gunn  
Certified Public Accountant  
415-288-6218

Scott Hauge  
CAL Insurance  
415-680-2109

Norm Ishimoto  
Kiyomura-Ishimoto Associates  
415-984-5880

Edward Kaplan, AIA  
Kaplan Architects  
415-974-6794

Kim King  
King Security Services, Inc.  
415-433-5464

Sarosh Kumana  
Pacific Investments  
415-861-4554

Rolf Mueller  
RJM Systems Inc.  
415-731-2884

Bill O'Connell  
Benjamin, Weill & Mazer  
415-421-0730

Dave Sahagun  
Castro Chevron  
415-567-1136

Syndi Seid  
Advanced Etiquette  
415-928-1912

Rebecca Silverberg  
Consultant  
415-584-0535

Dear Secretary Mineta,

On behalf of the San Francisco Small Business Advocates, we write to urge the Department of Transportation to select United Airlines' application to provide direct daily non-stop international air service between San Francisco International Airport (SFO) and Guangzhou, China. The proposed new service is essential to meet rapidly growing demand for more direct access to the Pearl River Delta region by Bay Area businesses.

We strongly support United's efforts to expand its services between the bay Area and China's exploding economic markets. The Bay Area supports the largest Chinese-American population and business base within the United States, and numerous Bay Area residents with business and family linkages to Hong Kong, Guangzhou, Shanghai and other major Chinese urban centers need access to more direct and convenient air services that will reduce travel time. The proposed SFO-Guangzhou service is estimated to shrink by five-to-six hours the total flying time, and thus would enhance substantially the service and competition policies of the Department.

With international air traffic rapidly regaining its pre-9/11 growth levels, and as our Bay Area businesses participate more and more in the exciting opportunities offered by China's dynamic economic growth, the time is ripe for United to offer this highly competitive direct daily non-stop service between SFO and Guangzhou.

We urge you to select United Airlines in the above-cited docket for direct daily nonstop service between SFO-Guangzhou. Thank you for your consideration.

Sincerely,  
San Francisco Small Business Advocates

The San Francisco Small  
Business Advocates is a  
Political Action Committee

Identification #1226595

All contributions are not  
tax deductible.

2311 Taraval Street, San Francisco CA 94116  
Tel. 415-680-2109 Fax: 415-661-2254  
Please visit our web site at [www.SmallBusinessAdvocates.org](http://www.SmallBusinessAdvocates.org)

DEPT. OF TRANSPORTATION  
DOCKETS  
2004 DEC - 3 A 11:08

# Name-Finders<sup>TM</sup>

LISTS INCORPORATED  
www.namefinders.com

November 16, 2004

The Honorable Norman Y. Mineta  
Secretary, U.S. Department of Transportation  
4007<sup>th</sup> Street, S.W.  
Washington, D.C. 20590

Docket No. OST 2004-19077

DEPT. OF TRANSPORTATION  
DOCKETS

2004 DEC -3 A 11:00

Dear Secretary Mineta:

On behalf of Name-Finders Lists, Inc., we write to urge The Department of Transportation to select United Airlines' application to provide direct daily non-stop international air service between San Francisco International Airport (SFO) and Guangzhou, China. The proposed new service is essential to meet rapidly growing demand for more direct access to the Pearl River Delta region by Bay Area businesses.

We strongly support United's efforts to expand its services between the Bay Area and China's exploding economic markets. The Bay Area supports the largest Chinese-American population and business base within the United States, and numerous Bay Area residents with business and family linkages to Hong Kong, Guangzhou, Shanghai and other major Chinese urban centers need access to more direct and convenient air services that will reduce travel time. The proposed SFO-Guangzhou service is estimated to shrink by five-to-six hours the total flying time, and thus would enhance substantially the service and competition policies of the Department.

With international air traffic rapidly regaining its pre-9/11 growth levels, and as our Bay Area businesses participate more and more in the exciting opportunities offered by China's dynamic economic growth, the time is ripe for United to offer this highly competitive direct daily non-stop service between SFO and Guangzhou.

We urge you to select United Airlines in the above-cited docket for direct daily nonstop service between SFO-Guangzhou. Thank you for your consideration.

Sincerely,



Rosalie A. Bulach  
President

**San Francisco**  
160 Sansome St. 4th Floor  
San Francisco, CA 94104-3709  
415/955-8585  
800/221-5009  
Fax: 415/955-8581

**East Coast**  
565 US Route 2  
Montpelier, VT 05602-8868  
802/229-9205  
800/228-8939  
Fax: 802/229-9207

**Seattle**  
3213 W. Wheeler St. PMB #258  
Seattle, WA 98199-3245  
206/285-7057  
800/241-2642  
Fax: 206/285-7058

November 16, 2004

The Honorable Norman Y. Mineta  
Secretary, U.S. Department of Transportation  
400 Seventh Street, S.W.  
Washington, D.C. 20590  
**ATTN: Docket No. OST 2004-19077**

MacKenzie Communications



Dear Secretary Mineta:

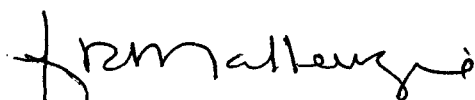
On behalf of MacKenzie Communications, we write to urge The Department of Transportation to select United Airlines' application to provide direct daily non-stop international air service between San Francisco International Airport (SFO) and Guangzhou, China. The proposed new service is essential to meet rapidly growing demand for more direct access to the Pearl River Delta region by Bay Area businesses.

We strongly support United's efforts to expand its services between the Bay Area and China's exploding economic markets. The Bay Area supports the largest Chinese-American population and business base within the United States, and numerous Bay Area residents with business and family linkages to Hong Kong, Guangzhou, Shanghai and other major Chinese urban centers need access to more direct and convenient air services that will reduce travel time. The proposed SFO-Guangzhou service is estimated to shrink by five-to-six hours the total flying time, and thus would enhance substantially the service and competition policies of the Department.

With international air traffic rapidly regaining its pre-9/11 growth levels, and as our Bay Area businesses participate more and more in the exciting opportunities offered by China's dynamic economic growth, the time is ripe for United to offer this highly competitive direct daily non-stop service between SFO and Guangzhou.

We urge you to select United Airlines in the above-cited docket for direct daily nonstop service between SFO-Guangzhou. Thank you for your consideration.

Sincerely,



James R. MacKenzie  
President  
MacKenzie Communications, Inc.

DEPT. OF TRANSPORTATION  
DOCKETS

2004 DEC - 3 A 11:00  
DEPT. OF TRANSPORTATION  
DOCKETS



SAN FRANCISCO  
CHAMBER OF COMMERCE *Where smart business starts.*

**A. Lee Blitch**  
President & CEO

November 15, 2004

The Honorable Norman Y. Mineta  
Secretary, U.S. Department of Transportation  
400 7th Street, S.W.  
Washington, D.C. 20590

Dear Secretary Mineta:

On behalf of the San Francisco Chamber of Commerce, we write to urge The Department of Transportation to select United Airlines' application to provide direct daily non-stop international air service between San Francisco International Airport (SFO) and Guangzhou, China. The proposed new service is essential to meet rapidly growing demand for more direct access to the Pearl River Delta region by Bay Area businesses.

We strongly support United's efforts to expand its services between the Bay Area and China's exploding economic markets. The Bay Area supports the largest Chinese-American population and business base within the United States, and numerous Bay Area residents with business and family linkages to Hong Kong, Guangzhou, Shanghai and other major Chinese urban centers need access to more direct and convenient air services that will reduce travel time. The proposed SFO-Guangzhou service is estimated to shrink by five-to-six hours the total flying time, and thus would enhance substantially the service and competition policies of the Department.

With international air traffic rapidly regaining its pre-9/11 growth levels, and as our Bay Area businesses participate more and more in the exciting opportunities offered by China's dynamic economic growth, the time is ripe for United to offer this highly competitive direct daily non-stop service between SFO and Guangzhou.

We urge you to select United Airlines in the above-cited docket for direct daily nonstop service between SFO-Guangzhou. Thank you for your consideration.

Sincerely,

Lee Blitch, President and CEO  
San Francisco Chamber of Commerce  
235 Montgomery Street, 12<sup>th</sup> FL  
San Francisco, CA 94104

2004 DEC - 3 A 11 11  
DEPT OF TRANSPORTATION  
DOCKETS

McKesson Corporation  
1 Post Street  
San Francisco, CA 94104

**McKESSON**

Empowering Healthcare

November 15, 2004

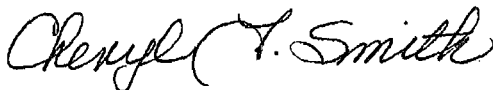
The Honorable Norman Y. Mineta  
Secretary, U.S. Department of Transportation  
400 7<sup>th</sup> Street, S.W.  
Washington, D.C. 20590

Dear Secretary Mineta:

On behalf of McKesson Corporation, I write to urge The Department of Transportation to select United Airlines' application to provide direct daily non-stop international air service between San Francisco International Airport (SF) and Guangzhou, China. The proposed new service is essential to meet rapidly growing demand for more direct access to the Pearl River Delta region by Bay Area businesses.

The Bay Area has close ties to China in that San Francisco has the largest Chinese-American population within the United States and a strong business base. Convenient air service to China would benefit businesses as well as residents. We urge The Department of Transportation to select UAL's application to provide daily non-stop international air service between SF International Airport and Guangzhou, China.

Sincerely,



Cheryl T. Smith  
Executive Vice President and CIO

DEPT. OF TRANSPORTATION  
DOCKETS  
2004 DEC -3 A 11:00





San Francisco Regional  
Commercial Banking Office  
MAC A0101-096  
420 Montgomery Street, 9th Floor  
San Francisco, CA 94104-2676  
415 421-1352 Fax

November 11, 2004

The Honorable Norman Y. Mineta  
Secretary, U.S. Department of Transportation  
400 7<sup>th</sup> Street, S.W.  
Washington, D.C. 20590

Dear Secretary Mineta:

On behalf of Wells Fargo and Company, we write to urge The Department of Transportation to select United Airlines' application to provide direct daily non-stop international air service between San Francisco International Airport (SFO) and Guangzhou, China. The proposed new service is essential to meet rapidly growing demand for more direct access to the Pearl River Delta region by Bay Area businesses.

We strongly support United's efforts to expand its services between the Bay Area and China's exploding economic markets. The Bay Area supports the largest Chinese-American population and business base within the United States, and numerous Bay Area residents with business and family linkages to Hong Kong, Guangzhou, Shanghai and other major Chinese urban centers need access to more direct and convenient air services that will reduce travel time. The proposed SFO-Guangzhou service is estimated to shrink by five-to-six hours the total flying time, and thus would enhance substantially the service and competition policies of the Department.

With international air traffic rapidly regaining its pre-9/11 growth levels, and as our Bay Area businesses participate more and more in the exciting opportunities offered by China's dynamic economic growth, the time is ripe for United to offer this highly competitive direct daily non-stop service between SFO and Guangzhou.

We urge you to select United Airlines in the above-cited docket for direct daily nonstop service between SFO-Guangzhou. Thank you for your consideration.

Sincerely,

A handwritten signature in black ink, appearing to read "Steven Bojkovic".

Steven Bojkovic  
EVP/Regional Vice President  
Wells Fargo Commercial Banking  
San Francisco Regional

cc: Lee Blitch  
President/CEO, SF Chamber of Commerce

2004 DEC 15 11:00  
DEPT OF TRANSPORTATION  
COMMUNICATIONS SECTION

**SanFRANCISCO™**  
Convention & Visitors Bureau

S. Dale Hess  
Executive Vice President

November 4, 2004

The Honorable Norman Y. Mineta  
Secretary, U.S. Department of Transportation  
400 7<sup>th</sup> Street, S.W.  
Washington, DC 20590

RE: SFO – Guangzhou Air Service  
Docket #OST 2004-19077

Dear Secretary Mineta,

I am writing on behalf of the nearly 2,000 business members of the San Francisco Convention & Visitors Bureau in support of United Airlines' application to provide daily nonstop international air service between San Francisco International Airport and Guangzhou, China.

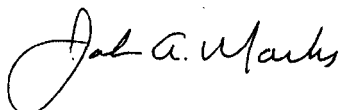
We enthusiastically endorse United's proposal to expand its non-stop service between the San Francisco Bay Area and China. Our Convention & Visitors Bureau began a joint effort with the San Francisco Airport nearly five years ago as one of the few U.S. destinations to promote and develop traffic between China and the U.S. United's service is integral to the success of our continuing efforts to attract business from China.

Service between San Francisco and Guangzhou holds more potential for the Bay Area than any other area in the country. This is because of a long-standing relationship between the two areas, based not only on our attraction to visitors as having the nation's largest Cantonese population, but also as having the leading high-tech, academic and medical institutions.

In addition, having the newest and largest international air terminal in North America, San Francisco is best suited as the gateway to the United States for the growing number of pleasure and business visitors arriving from China.

We strongly urge you to select United Airlines to provide this much needed daily non-stop service between the San Francisco Bay Area and Guangzhou, China.

Sincerely,



John A. Marks

DEPT. OF TRANSPORTATION  
DOCKETS  
2004 DEC - 3 A 11:00

November 12, 2004

The Honorable Norman Y. Mineta  
Secretary, U.S. Department of Transportation  
400 7th Street, S.W.  
Washington, DC 20590

Re: Docket No. OST 2004-19077

Dear Secretary Mineta:

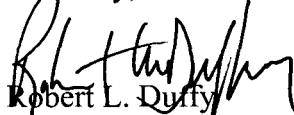
As a member of the Board and Executive Committee of the Bay Area Council and its business members, I am writing to encourage you to select United Airlines to provide direct daily nonstop service from San Francisco International Airport (SFO) to Guangzhou, China.

The Bay Area business community knows that SFO—and its many international connections to Asia and elsewhere—is a major economic engine for our region. The innovative, outward-looking economy of the Bay Area requires convenient connections to all corners of the world marketplace. For this reason, the Bay Area Council has supported improving expanding SFO's international terminal, connecting SFO to BART, and reducing weather-related delays. For this same reason, the Bay Area Council supports the application by United Airlines to provide direct daily non-stop international air service between SFO and Guangzhou, China.

China's exploding economic market represent a leading business opportunity for Bay Area firms, and the proposed new routes will both facilitate and serve economic relations with China. The proposed SFO-Guangzhou service is estimated to shrink by five-to-six hours the total flying time, and thus would enhance substantially the service and competition policies of the Department.

With international air traffic rapidly regaining its pre-9/11 growth levels, and as our Bay Area businesses participate more and more in the exciting opportunities offered by China's dynamic economic growth, the time is ripe for United to offer this highly competitive direct daily non-stop service between SFO and Guangzhou. The Bay Area Council urges you to select United Airlines in the above-cited docket for direct daily nonstop service between SFO-Guangzhou. Thank you for your consideration.

Sincerely,

  
Robert L. Duffy  
Vice President

2004 DEC -3 A 11:00  
DEPT. OF TRANSPORTATION  
DOCKETS

**CITY NATIONAL BANK**  
The way up.®



November 10, 2004

George H. Benter, Jr. | President  
Chief Operating Officer

The Honorable Norman Y. Mineta  
Secretary of U.S. Department of Transportation  
400 7th Street, S.W.  
Washington, D.C. 20590

Re: Docket No. OST 2004-19077

Dear Mr. Secretary:


DEPT OF TRANSPORTATION  
DOCKETS  
2004 DEC -3 A 11:00

On behalf of City National Bank and the thousands of entrepreneurs, business owners and professionals whom we serve, I urge you to lower restrictions against new flights to China. Specifically, I submit that selecting United Airlines to provide direct daily nonstop service from San Francisco International Airport to Guangzhou, China would benefit the economy of the Bay Area, the state and the nation.

California is America's gateway to the Pacific Rim, and China is the largest market on earth. To our clients and other U.S. companies, China offers the prospect of new markets and expanded revenue opportunities. There has never been a better time to promote economic relations with China, and I encourage you to allow more convenient and frequent flights there from San Francisco.

Thank you for your consideration.

Sincerely,



George H. Benter, Jr.

GHB:ss.

JEANNE R. MYERSON  
*President*  
*Chief Executive Officer*

THE SWIG COMPANY  
220 MONTGOMERY STREET  
SAN FRANCISCO  
CALIFORNIA 94104

PH (415) 291.1137  
FX (415) 291.8373  
Emjrmerson@swigco.com

November 11, 2004

The Honorable Norman Y. Mineta  
Secretary, U.S. Department of Transportation  
400 7<sup>th</sup> Street, S.W.  
Washington, D.C. 20590

Re: Docket No. OST 2004-19077

Dear Secretary Mineta:

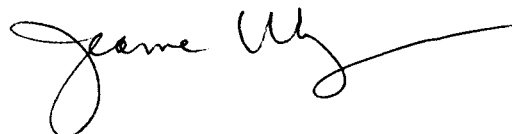
On behalf of The Swig Company, we write to urge The Department of Transportation to select United Airlines' application to provide direct daily non-stop international air service between San Francisco International Airport (SFO) and Guangzhou, China. The proposed new service is essential to meet rapidly growing demand for more direct access to the Pearl River Delta region by Bay Area businesses.

We strongly support United's efforts to expand its services between the Bay Area and China's exploding economic markets. The Bay Area supports the largest Chinese-American population and business base within the United States, and numerous Bay Area residents with business and family linkages to Hong Kong, Guangzhou, Shanghai and other major Chinese urban centers need access to more direct and convenient air services that will reduce travel time. The proposed SFO-Guangzhou service is estimated to shrink by five-to-six hours the total flying time, and thus would enhance substantially the service and competition policies of the Department.

With international air traffic rapidly regaining its pre-9/11 growth levels, and as our Bay Area businesses participate more and more in the exciting opportunities offered by China's dynamic economic growth, the time is ripe for United to offer this highly competitive direct daily non-stop service between SFO and Guangzhou.

We urge you to select United Airlines in the above-cited docket for direct daily nonstop service between SFO-Guangzhou. Thank you for your consideration.

Sincerely,



2004 DEC -3 A 11:00  
DEPT OF TRANSPORTATION  
DOCKETS

Cost Plus, Inc.  
200 Fourth Street  
Oakland, CA 94607  
tel 510.893.7300  
fax 510.893.6418  
www.costplusworldmarket.com

November 10, 2004



The Honorable Norman Y. Mineta  
Secretary, U.S. Department of Transportation  
400 7<sup>th</sup> Street, S.W.  
Washington, DC 20590

RE: Docket No. OST 2004-19077

Dear Secretary Mineta:

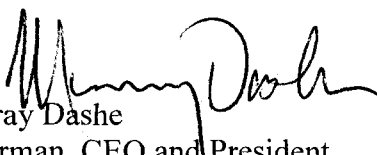
I am writing to encourage you to select United Airlines to provide direct daily nonstop service from San Francisco International Airport (SFO) to Guangzhou, China.

The Bay Area business community knows that SFO – and its many international connections to Asia and elsewhere – is a major economic engine for our region. The innovative, outward-looking economy of the Bay Area requires convenient connections to all corners of the world marketplace. For this reason, the Bay Area Council has supported improving expanding SFO's international terminal, connecting SFO to BART, and reducing weather-related delays. For this same reason, Cost Plus World Market supports the application by United Airlines to provide direct daily non-stop international air service between SFO and Guangzhou, China.

China's exploding economic market represents a leading business opportunity for Bay Area firms, and the proposed new routes will both facilitate and serve economic relations with China. The proposed SFO-Guangzhou service is estimated to shrink by five-to-six hours the total flying time, and thus would enhance substantially the service and competition policies of the Department.

With international air traffic rapidly regaining its pre-9/11 growth levels, and as our Bay Area businesses participate more and more in the exciting opportunities offered by China's dynamic economic growth, the time is ripe for United to offer this highly competitive direct daily non-stop service between SFO and Guangzhou. The Bay Area Council urges you to select United Airlines in the above-cited docket for direct daily nonstop service between SFO-Guangzhou. Thank you for your consideration.

Sincerely,

  
Murray Dashe  
Chairman, CEO and President  
Cost Plus World Market

2004 DEC -3 AM 11:00  
DEPT. OF TRANSPORTATION  
DOCKETS

LEE HECHT HARRISON

The Honorable Norman Y. Mineta  
Secretary, U.S. Department of Transportation  
400 7th Street, S.W.  
Washington, DC 20590

Re: Docket No. OST 2004-19077

Dear Secretary Mineta:

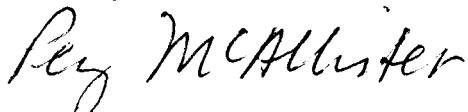
On behalf of the Bay Area Council and its business members, I am writing to encourage you to select United Airlines to provide direct daily nonstop service from San Francisco International Airport (SFO) to Guangzhou, China.

The Bay Area business community knows that SFO—and its many international connections to Asia and elsewhere—is a major economic engine for our region. The innovative, outward-looking economy of the Bay Area requires convenient connections to all corners of the world marketplace. For this reason, the Bay Area Council has supported improving expanding SFO's international terminal, connecting SFO to BART, and reducing weather-related delays. For this same reason, the Bay Area Council supports the application by United Airlines to provide direct daily non-stop international air service between SFO and Guangzhou, China.

China's exploding economic market represent a leading business opportunity for Bay Area firms and the proposed new routes will both facilitate and serve economic relations with China. The proposed SFO-Guangzhou service is estimated to shrink by five-to-six hours the total flying time, and thus would enhance substantially the service and competition policies of the Department.

With international air traffic rapidly regaining its pre-9/11 growth levels, and as our Bay Area businesses participate more and more in the exciting opportunities offered by China's dynamic economic growth, the time is ripe for United to offer this highly competitive direct daily non-stop service between SFO and Guangzhou. The Bay Area Council urges you to select United Airlines in the above-cited docket for direct daily nonstop service between SFO-Guangzhou. Thank you for your consideration.

Sincerely,



Peg McAllister  
Senior Vice President

DEPT. OF TRANSPORTATION  
DOCKETS

2004-19077-3 A 1/16/05

# KQED

celebrating 50 years

November 11, 2004

The Honorable Norman Y. Mineta  
Secretary, U.S. Department of Transportation  
400 7th Street, S.W.  
Washington, DC 20590

Jeff Clarke, President and CEO

Re: Docket No. OST 2004-19077

Dear Secretary Mineta:

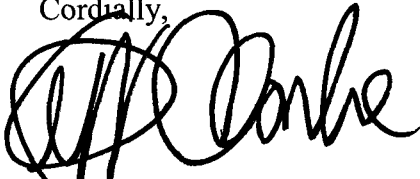
On behalf of the Bay Area Council and its business members, I am writing to encourage you to select United Airlines to provide direct daily nonstop service from San Francisco International Airport (SFO) to Guangzhou, China.

The Bay Area business community knows that SFO—and its many international connections to Asia and elsewhere—is a major economic engine for our region. The innovative, outward-looking economy of the Bay Area requires convenient connections to all corners of the world marketplace. For this reason, the Bay Area Council has supported improving expanding SFO's international terminal, connecting SFO to BART, and reducing weather-related delays. For this same reason, the Bay Area Council supports the application by United Airlines to provide direct daily non-stop international air service between SFO and Guangzhou, China.

China's exploding economic market represent a leading business opportunity for Bay Area firms, and the proposed new routes will both facilitate and serve economic relations with China. The proposed SFO-Guangzhou service is estimated to shrink by five-to-six hours the total flying time, and thus would enhance substantially the service and competition policies of the Department.

With international air traffic rapidly regaining its pre-9/11 growth levels, and as our Bay Area businesses participate more and more in the exciting opportunities offered by China's dynamic economic growth, the time is ripe for United to offer this highly competitive direct daily non-stop service between SFO and Guangzhou. The Bay Area Council urges you to select United Airlines in the above-cited docket for direct daily nonstop service between SFO-Guangzhou. Thank you for your consideration.

Cordially,



JEFF CLARKE

cc: Jim Wunderman, Bay Area Council

DEPT OF TRANSPORTATION  
DOCKETS  
2004 DEC - 3 AM 11:00



# MORRISON & FOERSTER LLP

SAN FRANCISCO  
LOS ANGELES  
DENVER  
PALO ALTO  
WALNUT CREEK  
SACRAMENTO  
ORANGE COUNTY  
SAN DIEGO  
BUENOS AIRES

ATTORNEYS AT LAW

425 MARKET STREET  
SAN FRANCISCO, CALIFORNIA 94105-2482  
TELEPHONE (415) 268-7000  
TELEFACSIMILE (415) 268-7522

NEW YORK  
WASHINGTON, D.C.  
NORTHERN VIRGINIA  
LONDON  
BRUSSELS  
BEIJING  
HONG KONG  
SINGAPORE  
TOKYO

November 12, 2004

Writer's Direct Contact  
415/268-7073  
KWetmore@mofo.com

The Honorable Norman Y. Mineta  
Secretary, U.S. Department of Transportation  
400 7th Street, S.W.  
Washington, D.C. 20590

Re: Docket No. OST 2004-19077

Dear Secretary Mineta:

On behalf of Morrison & Foerster LLP, I write to urge The Department of Transportation to select the application of United Airlines to provide direct daily non-stop international air service between San Francisco International Airport (SFO) and Guangzhou, China.

SFO, and its many international connections to Asia and elsewhere, is a major economic engine for our region. SFO serves as a gateway to Asia and is fundamentally important to the innovative globally-oriented business of the Bay Area. The Bay Area supports the largest Chinese-American population and business base in the United States, and the innovative, outward-looking economy of the Bay Area requires convenient connections to all corners of the world marketplace. The proposed SFO-Guangzhou service is estimated to shrink total flying time by five-to-six hours, and given the large number of Bay Area businesses that are doing more and more work in China, this proposed route will certainly serve rapidly growing international business needs involving companies located throughout the Bay Area.

Convenient and efficient travel to and from the various regions in China is particularly important to our law firm. We are one of only a few American law firms with three offices in China. We also serve as sole international legal counsel to the Beijing Organizing Committee for the XXIX Olympiad, so our business requires that we travel to and from China on a regular basis. Direct access into various locations in China will help us maintain our strong connection to that region and will facilitate further growth in business from the area.

With international air traffic rapidly regaining its pre-9/11 growth levels, and as our Bay Area businesses participate more and more in the exciting opportunities offered by

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The Honorable Norman Y. Mineta  
November 12, 2004  
Page Two

China's dynamic economic growth, the time is ripe for United to offer this highly competitive direct daily non-stop service between SFO and Guangzhou. Morrison & Foerster urges you to select United Airlines in the above-cited docket for direct daily nonstop service between SFO-Guangzhou. Thank you for your consideration.

Sincerely,

A handwritten signature in black ink, appearing to read 'K. Wetmore', with a stylized flourish at the end.

Keith C. Wetmore  
Chair  
Morrison & Foerster LLP



Lora K. Watts  
President  
External Affairs

SBC West  
140 New Montgomery Street  
Room 1824  
San Francisco, CA 94105

415.537.3300 Phone

November 8, 2004

The Honorable Norman Y. Mineta  
Secretary, U.S. Department of Transportation  
400 7th Street, S.W.  
Washington, DC 20590

Re: Docket No. OST 2004-19077

Dear Secretary Mineta:

On behalf of SBC, I am writing to encourage you to select United Airlines to provide direct daily nonstop service from San Francisco International Airport (SFO) to Guangzhou, China.

The Bay Area business community knows that SFO—and its many international connections to Asia and elsewhere—is a major economic engine for our region. The innovative, outward-looking economy of the Bay Area requires convenient connections to all corners of the world marketplace. For this reason, SBC has supported improving expanding SFO's international terminal, connecting SFO to BART, and reducing weather-related delays. For this same reason, SBC supports the application by United Airlines to provide direct daily non-stop international air service between SFO and Guangzhou, China.

China's exploding economic market represent a leading business opportunity for Bay Area firms, and the proposed new routes will both facilitate and serve economic relations with China. The proposed SFO-Guangzhou service is estimated to shrink by five-to-six hours the total flying time, and thus would enhance substantially the service and competition policies of the Department.

With international air traffic rapidly regaining its pre-9/11 growth levels, and as our Bay Area businesses participate more and more in the exciting opportunities offered by China's dynamic economic growth, the time is ripe for United to offer this highly competitive direct daily non-stop service between SFO and Guangzhou. SBC urges you to select United Airlines in the above-cited docket for direct daily nonstop service between SFO-Guangzhou. Thank you for your consideration.

Sincerely,

DEPT. OF TRANSPORTATION  
DOCKETS

2004 DEC -3 A 11:00



**Lynn Bunim**  
Executive Director  
External Affairs

SBC California  
140 New Montgomery Street  
Room 2244  
San Francisco, CA 94105

415.537.3266 Phone  
415.543.0852 Fax  
lynn.bunim@sbc.com

November 12, 2004

The Honorable Norman Y. Mineta  
Secretary, U.S. Department of Transportation  
400 7<sup>th</sup> Street, S.W.  
Washington, D.C. 20590

RE: Docket No. OST 2004-19077

Dear Secretary Mineta:

On behalf of the San Francisco business community and the San Francisco Workforce Investment Board, which I chair, this letter urges The Department of Transportation to select United Airlines' application to provide direct daily non-stop international air service between San Francisco International Airport (SFO) and Guangzhou, China. The proposed new service is essential to meet rapidly growing demand for more direct access to the Pearl River Delta region by Bay Area businesses.

We strongly support United's efforts to expand its services between the Bay Area and China's exploding economic markets. The Bay Area supports the largest Chinese-American population and business base within the United States, and numerous Bay Area residents with business and family linkages to Hong Kong, Guangzhou, Shanghai and other major Chinese urban centers need access to more direct and convenient air services that will reduce travel time. The proposed SFO-Guangzhou service is estimated to shrink by five-to-six hours the total flying time, and thus would enhance substantially the service and competition policies of the Department.

With international air traffic rapidly regaining its pre-9/11 growth levels, and as our Bay Area businesses participate more and more in the exciting opportunities offered by China's dynamic economic growth, the time is ripe for United to offer this highly competitive direct daily non-stop service between SFO and Guangzhou.

We urge you to select United Airlines in the above-cited docket for direct daily nonstop service between SFO-Guangzhou. Thank you for your consideration.

Sincerely,

DEPT. OF TRANSPORTATION  
DOCKETS  
2004 DEC -3 A 11:10

# J O B S

COMMITTEE ON

November 4, 2004

The Honorable Norman Y. Mineta  
 Secretary, U.S. Department of Transportation  
 400 7<sup>th</sup> Street, S.W.  
 Washington, D.C. 20590  
 Docket No. OST 2004-19077

Dear Secretary Mineta:

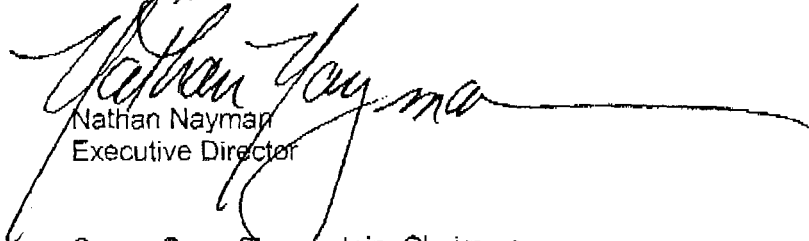
On behalf of the Committee on Jobs, we write to urge The Department of Transportation to select United Airlines' application to provide direct daily non-stop international air service between San Francisco International Airport (SFO) and Guangzhou, China. The proposed new service is essential to meet rapidly growing demand for more direct access to the Pearl River Delta region by Bay Area businesses.

We strongly support United's efforts to expand its services between the Bay Area and China's exploding economic markets. The Bay Area supports the largest Chinese-American population and business base within the United States, and numerous Bay Area residents with business and family linkages to Hong Kong, Guangzhou, Shanghai and other major Chinese urban centers need access to more direct and convenient air services that will reduce travel time. The proposed SFO-Guangzhou service is estimated to shrink by five-to-six hours the total flying time, and thus would enhance substantially the service and competition policies of the Department.

With international air traffic rapidly regaining its pre-9/11 growth levels, and as our Bay Area businesses participate more and more in the exciting opportunities offered by China's dynamic economic growth, the time is ripe for United to offer this highly competitive direct daily non-stop service between SFO and Guangzhou.

We urge you to select United Airlines in the above-cited docket for direct daily nonstop service between SFO-Guangzhou. Thank you for your consideration.

Sincerely,



Nathan Nayman  
 Executive Director

Cc: Doug Sherenstein, Chairman  
 Dick Kovacevich, In-Coming Chairman

DEPT. OF TRANSPORTATION  
 DOCKETS  
 2004 DEC - 3  
 11:01



*Matteson Realty Services, Inc.*

*Matteson Real Estate Equities, Inc.*

*Matteson Management Services, Inc.*

November 9, 2004

The Honorable Norman Y. Mineta  
Secretary, U.S. Department of Transportation  
400 7<sup>th</sup> Street, SW  
Washington, DC 20590

2004 DEC - 3 A 11:01

DEPT OF TRANSPORTATION  
DOCKETS

**Re: Docket No. OST 2004-19077**

Dear Secretary Mineta:

On behalf of the Bay Area Council and my clients, many of whom are Asian, I am writing to encourage you to select United Airlines to provide direct daily non-stop service from San Francisco International Airport (SFO) to Guangzhou, China.

The Bay Area business community knows that SFO – and its many international connections to Asia and elsewhere – is a major economic engine for our region. The innovative, outward-looking economy of the Bay Area requires convenient connections to all corners of the world marketplace. For this reason, the Bay Area Council has supported improving expanding SFO's international terminal, connecting SFO to BART, and reducing weather-related delays. For this same reason, the Bay Area Council supports the application by United Airlines to provide direct daily non-stop international air service between SFO and Guangzhou, China. The proposed SFO-Guangzhou service is estimated to shrink by five-to-six hours the total flying time, and thus would enhance substantially the service and competition policies of the Department.

With the exciting opportunities offered by China's dynamic economic growth, the time is ripe for United to offer this highly competitive direct daily non-stop service between SFO and Guangzhou. The Bay Area Council urges you to select United Airlines for direct daily non-stop service between SFO and Guangzhou. Thank you for your consideration.

Cordially,

Duncan L. Matteson  
Chairman



404 Saratoga Avenue, Suite 100  
Santa Clara, CA 95050-7062  
Phone: 408/985-6000  
Fax: 408/985-6050

November 9, 2004

The Honorable Norman Y. Mineta  
Secretary, U.S. Department of Transportation  
400 7th Street, S.W.  
Washington, DC 20590

Re: Docket No. OST 2004-19077

Dear Secretary Mineta:

On behalf of the Bay Area Council and its business members such as myself, I am writing to encourage you to select United Airlines to provide direct daily nonstop service from San Francisco International Airport (SFO) to Guangzhou, China.

The Bay Area business community knows that SFO - with its many international connections to Asia and elsewhere - is a major economic hub for our region. As you know, the Bay Area Council has supported improving and expanding SFO's international terminal, connecting SFO to BART, and reducing weather-related delays. For this same reason, the Bay Area Council supports the application by United Airlines to provide direct, daily, non-stop international air service between SFO and Guangzhou, China.

China's rapidly growing economic market represents a leading business opportunity for Bay Area firms, and the proposed new routes will both facilitate and enhance economic relations with China. The proposed SFO-Guangzhou service should reduce the total flying time, thus substantially enhancing service and competition policies of the Department.

With international air traffic rapidly regaining its pre-9/11 growth levels, and as our Bay Area businesses participate more in opportunities offered by China's economic growth, the time is now for United to offer this daily non-stop service between SFO and Guangzhou. I join the Bay Area Council in urging you to select United Airlines for the above-cited docket.

Thank you for your consideration.

Very truly yours,

A handwritten signature in cursive script that reads "Stephen C. Schott".

Stephen C. Schott  
President and CEO

SCS/lwl

2004 DEC - 3  
11:01  
DEPT OF TRANSPORTATION  
DOCKET

# BAY AREA COUNCIL

■ 200 Pine Street, Suite 300  
San Francisco, CA 94104  
(415) 981-6600  
Fax (415) 981-6408  
■ [www.bayareacouncil.org](http://www.bayareacouncil.org)

■ EXECUTIVE COMMITTEE

Chairman  
**NELSON C. RISING**  
Chairman & CEO  
Catellus Development Corporation

**ANDREW BALL**  
President & CEO  
Webcor Builders

**ROBERT L. DUFFY**  
Vice President  
A.T. Kearney, Inc.

**GEORGE C. HALVORSON**  
Chairman & CEO  
Kaiser Foundation Health Plan, Inc.

**W. ROGER HAUGHTON**  
Chairman & CEO  
The PMI Group, Inc.

**PHILLIP L. LUECHT, JR.**  
Chairman, Marsh Industry Practices  
Marsh Risk & Insurance Services

**PETER A. MAGOWAN**  
President & Managing General Partner  
San Francisco Giants

**DUNCAN L. MATTESON**  
Chairman  
Greater Bay Bancorp

**CLAIRE MCAULIFFE**  
Principal  
M Squared Inc.

**ALEXANDER R. MEHRAN**  
President & CEO  
Sunset Development Company

**LENNY MENDONCA**  
Director  
McKinsey & Company

**HAROLD M. MESSMER, JR.**  
Chairman & CEO  
Robert Half International Inc.

**REGINA LIANG MUEHLHAUSER**  
President - Bank of America, San Francisco  
EVP - Global Treasury Management  
Bank of America

**DAVID J. O'REILLY**  
Chairman & CEO  
ChevronTexaco Corporation

**ROBERT T. PARRY**  
President & CEO (Retired)  
Federal Reserve Bank of San Francisco

**P. ANTHONY RIDDER**  
Chairman & CEO  
Knight Ridder

**T. GARY ROGERS**  
Chairman & CEO  
Dreyer's Grand Ice Cream

**STEPHEN C. SCHOTT**  
Managing Partner, Oakland A's  
President, Citation/Award Homes

**DOUGLAS W. SHORENSTEIN**  
Chairman & CEO  
Shorenstein Company LLC

**GORDON R. SMITH**  
President & CEO  
Pacific Gas and Electric Company

**JOHN G. STUMPF**  
Group Executive Vice President  
Community Banking  
Wells Fargo & Company

**G. CRAIG SULLIVAN**  
Chairman (Retired)  
The Clorox Company

**LORA K. WATTS**  
President - External Affairs  
SBC

Ex Officio  
**JIM WUNDERMAN**  
President & CEO

November 8, 2004

The Honorable Norman Y. Mineta  
Secretary, U.S. Department of Transportation  
400 7th Street, S.W.  
Washington, DC 20590

Re: Docket No. OST 2004-19077

Dear Secretary Mineta:

On behalf of the Bay Area Council and its business members, I am writing to encourage you to select United Airlines to provide direct daily nonstop service from San Francisco International Airport (SFO) to Guangzhou, China.

The Bay Area business community knows that SFO—and its many international connections to Asia and elsewhere—is a major economic engine for our region. The innovative, outward-looking economy of the Bay Area requires convenient connections to all corners of the world marketplace. For this reason, the Bay Area Council has supported improving expanding SFO's international terminal, connecting SFO to BART, and reducing weather-related delays. For this same reason, the Bay Area Council supports the application by United Airlines to provide direct daily non-stop international air service between SFO and Guangzhou, China.

China's exploding economic market represent a leading business opportunity for Bay Area firms, and the proposed new routes will both facilitate and serve economic relations with China. The proposed SFO-Guangzhou service is estimated to shrink by five-to-six hours the total flying time, and thus would enhance substantially the service and competition policies of the Department.

With international air traffic rapidly regaining its pre-9/11 growth levels, and as our Bay Area businesses participate more and more in the exciting opportunities offered by China's dynamic economic growth, the time is ripe for United to offer this highly competitive direct daily non-stop service between SFO and Guangzhou. The Bay Area Council urges you to select United Airlines in the above-cited docket for direct daily nonstop service between SFO-Guangzhou. Thank you for your consideration.

Sincerely,



Jim Wunderman  
President and CEO

DEPT. OF TRANSPORTATION  
DOCKETS  
2004 DEC - 3 A 11:10



# MARSH

**Scott H. Lamb**  
**Senior Vice President**

Marsh Risk & Insurance Services  
One California Street  
San Francisco, CA 94111  
California License # 0437153  
415 743 8510 Fax 415 743 8078  
Scott.Lamb@Marsh.com  
www.marsh.com

November 08, 2004

The Honorable Norman Y. Mineta  
Secretary, U.S. Department of Transportation  
400 7th Street, S.W.  
Washington, D.C. 20500

Dear Secretary Mineta:

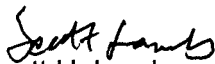
On behalf of MARSH, we write to urge The Department of Transportation to select United Airlines' application to provide direct daily non-stop international air service between San Francisco International Airport (SFO) and Guangzhou, China. The proposed new service is essential to meet rapidly growing demand for more direct access to the Pearl River Delta region by Bay Area businesses.

We strongly support United's efforts to expand its services between the Bay Area and China's exploding economic markets. The Bay Area supports the largest Chinese-American population and business base within the United States, and numerous Bay Area residents with business and family linkages to Hong Kong, Guangzhou, Shanghai and other major Chinese urban centers need access to more direct and convenient air services that will reduce travel time. The proposed SFO-Guangzhou service is estimated to shrink by five-to-six hours the total flying time, and thus would enhance substantially the service and competition policies of the Department.

With international air traffic rapidly regaining its pre-9/11 growth levels, and as our Bay Area businesses participate more and more in the exciting opportunities offered by China's dynamic economic growth, the time is ripe for United to offer this highly competitive direct daily non-stop service between SFO and Guangzhou.

We urge you to select United Airlines in the above-cited docket for direct daily nonstop service between SFO-Guangzhou. Thank you for your consideration.

Sincerely,

  
Scott H. Lamb  
Senior Vice President  
MARSH

DEPT OF TRANSPORTATION  
DOCKETS  
2004 DEC - 3  
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11



November 17, 2004

The Honorable Norman Y. Mineta  
Secretary  
U.S. Department of Transportation  
400 7<sup>th</sup> Street, S.W.  
Washington, D.C. 20590

Dear Secretary Mineta

On behalf of the British American Business Council, we write to urge The Department of Transportation to select United Airlines' application to provide direct daily non-stop international air service between San Francisco International Airport (SFO) and Guangzhou, China. The proposed new service is essential to meet rapidly growing demand for more direct access to the Pearl River Delta region by Bay Area businesses.

We strongly support United's efforts to expand its services between the Bay Area and China's exploding economic markets. The Bay Area supports the largest Chinese-American population and business base within the United States, and numerous Bay Area residents with business and family linkages to Hong Kong, Guangzhou, Shanghai and other major Chinese urban centers need access to more direct and convenient air services that will reduce travel time. The proposed SFO-Guangzhou service is estimated to shrink by five-to-six hours the total flying time, and thus would enhance substantially the service and competition policies of the Department.

With international air traffic rapidly regaining its pre-9/11 growth levels, and as our Bay Area businesses participate more and more in the exciting opportunities offered by China's dynamic economic growth, the time is ripe for United to offer this highly competitive direct daily non-stop service between SFO and Guangzhou.

We urge you to select United Airlines in the above-cited docket for direct daily nonstop service between SFO-Guangzhou. Thank you for your consideration.

Sincerely,

A handwritten signature in black ink, appearing to read "Mostyn T. Lloyd".

Mostyn T. Lloyd  
Executive Director

# PENCOMP, INC.

---

872 Dubuque Avenue  
South San Francisco, CA 94080  
(650) 616-7840  
(650) 616-7841 FAX  
E-mail: pencompinc@aol.com

November 17, 2004

The Honorable Norman Y. Mineta  
Secretary, U.S. Department of Transportation  
400 7<sup>th</sup> Street, S.W.  
Washington, D.C. 20590

2004 DEC -3 A  
DEPT OF TRANSPORTATION  
DOCKETS

Dear Secretary Mineta:

On behalf of PENCOMP, INC., we write to urge The Department of Transportation to select United Airlines' application to provide direct daily non-stop international air service between San Francisco International Airport (SFO) and Guangzhou, China. The proposed new service is essential to meet rapidly growing demand for more direct access to the Pearl River Delta region by Bay Area businesses.

We strongly support United's efforts to expand its services between the Bay Area and China's exploding economic markets. The Bay Area supports the largest Chinese-American population and business base within the United States, and numerous Bay Area residents with business and family linkages to Hong Kong, Guangzhou, Shanghai and other major Chinese urban centers need access to more direct and convenient air services that will reduce travel time. The proposed SFO-Guangzhou service is estimated to shrink by five-to-six hours the total flying time, and thus would enhance substantially the service and competition policies of the Department.

With international air traffic rapidly regaining its pre-9/11 growth levels, and as our Bay Area businesses participate more and more in the exciting opportunities offered by China's dynamic economic growth, the time is ripe for United to offer this highly competitive direct daily non-stop service between SFO and Guangzhou.

We urge you to select United Airlines in the above-cited docket for direct daily nonstop service between SFO-Guangzhou. Thank you for your consideration.

Sincerely,

Ronald F. O'Connell  
President

Comerica Bank-California

Glenn L. Colville  
International Trade Finance Dept.  
1331 N. California Blvd., Ste. 400  
Walnut Creek, CA 94596  
Tel: (925) 941-1931  
Fax: (925) 941-1999

November 16, 2004

The Honorable Norman Y. Mineta  
Secretary, U.S. Department of Transportation  
400 7<sup>th</sup> Street, S.W.  
Washington, D.C. 20590

Dear Secretary Mineta:

On behalf of Comerica Bank, we write to urge The Department of Transportation to select United Airlines' application to provide direct daily non-stop international air service between San Francisco International Airport (SFO) and Guangzhou, China. The proposed new service is essential to meet rapidly growing demand for more direct access to the Pearl River Delta region by Bay Area businesses.

We strongly support United's efforts to expand its services between the Bay Area and China's exploding economic markets. The Bay Area supports the largest Chinese-American population and business base within the United States, and numerous Bay Area residents with business and family linkages to Hong Kong, Guangzhou, Shanghai and other major Chinese urban centers need access to more direct and convenient air services that will reduce travel time. The proposed SFO-Guangzhou service is estimated to shrink by five-to-six hours the total flying time, and thus would enhance substantially the service and competition policies of the Department.

With international air traffic rapidly regaining its pre-9/11 growth levels, and as our Bay Area businesses participate more and more in the exciting opportunities offered by China's dynamic economic growth, the time is ripe for United to offer this highly competitive direct daily non-stop service between SFO and Guangzhou.

We urge you to select United Airlines in the above-cited docket for direct daily nonstop service between SFO-Guangzhou. Thank you for your consideration.

Sincerely,



Glenn L. Colville  
Senior Vice President - Western Division  
Group Manager

2004 DEC -3 A 11:01  
DEPT OF TRANSPORTATION  
DOCKETS

## KAREN KOREMATSU ASSOCIATES

*commercial and residential interior design*

P.O. Box 10427, San Rafael, CA 94912

tel (415) 258-9001 fax (415) 258-0944

The Honorable Norman Y. Mineta  
Secretary, U.S. Department of Transportation  
400 7<sup>th</sup> Street, S.W.  
Washington, D.C. 20590

15<sup>th</sup> November, 2004  
2004 DEC -3 A 11:  
DEF OF TRANSPORTATION  
DOCKETS

Dear Secretary Mineta

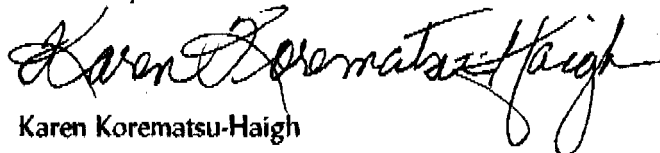
On behalf of Karen Korematsu Associates, we write to urge The Department of Transportation to select United Airlines' application to provide direct daily non-stop international air service between San Francisco International Airport (SFO) and Guangzhou, China. The proposed new service is essential to meet rapidly growing demand for more direct access to the Pearl River Delta region by Bay Area businesses.

We strongly support United's efforts to expand its services between the Bay Area and China's exploding economic markets. The Bay Area supports the largest Chinese-American population and business base within the United States, and numerous Bay Area residents with business and family linkages to Hong Kong, Guangzhou, Shanghai and other major Chinese urban centers need access to more direct and convenient air services that will reduce travel time. The proposed SFO-Guangzhou service is estimated to shrink by five-to-six hours the total flying time, and thus would enhance substantially the service and competition policies of the Department.

With international air traffic rapidly regaining its pre-9/11 growth levels, and as our Bay Area businesses participate more and more in the exciting opportunities offered by China's dynamic economic growth, the time is ripe for United to offer this highly competitive direct daily non-stop service between SFO and Guangzhou.

We urge you to select United Airlines in the above-cited docket for direct daily nonstop service between SFO-Guangzhou. Thank you for your consideration.

Sincerely,



Karen Korematsu-Haigh

**20/20 Productions**

550 Bryant Street  
San Francisco  
California  
94107

t: 415 546 2020  
f: 415 546 2025

e: info@2020productionsinc.com  
w: www.2020productionsinc.com

The Honorable Norman Y. Mineta  
Secretary, U.S. Department of Transportation  
400 7<sup>th</sup> Street, S.W.  
Washington, D.C. 20590

Dear Secretary Mineta

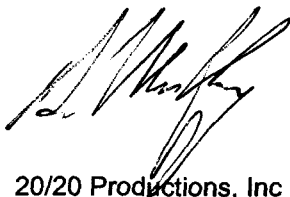
On behalf of 20/20 Productions, Inc we write to urge The Department of Transportation to select United Airlines' application to provide direct daily non-stop international air service between San Francisco International Airport (SFO) and Guangzhou, China. The proposed new service is essential to meet rapidly growing demand for more direct access to the Pearl River Delta region by Bay Area businesses.

We strongly support United's efforts to expand its services between the Bay Area and China's exploding economic markets. The Bay Area supports the largest Chinese-American population and business base within the United States, and numerous Bay Area residents with business and family linkages to Hong Kong, Guangzhou, Shanghai and other major Chinese urban centers need access to more direct and convenient air services that will reduce travel time. The proposed SFO-Guangzhou service is estimated to shrink by five-to-six hours the total flying time, and thus would enhance substantially the service and competition policies of the Department.

With international air traffic rapidly regaining its pre-9/11 growth levels, and as our Bay Area businesses participate more and more in the exciting opportunities offered by China's dynamic economic growth, the time is ripe for United to offer this highly competitive direct daily non-stop service between SFO and Guangzhou.

We urge you to select United Airlines in the above-cited docket for direct daily nonstop service between SFO-Guangzhou. Thank you for your consideration.

Sincerely,



20/20 Productions, Inc



The Honorable Norman Y. Mineta  
Secretary, U.S. Department of Transportation  
400 7<sup>th</sup> Street, S.W.  
Washington, D.C. 20590

Dear Secretary Mineta

On behalf of International Programming & Systems, Inc., we write to urge the Department of Transportation to select United Airlines' application to provide direct daily non-stop international air service between San Francisco International Airport (SFO) and Guangzhou, China. The proposed new service is essential to meet rapidly growing demand for more direct access to the Pearl River Delta region by Bay Area businesses.

We strongly support United's efforts to expand its services between the Bay Area and China's exploding economic markets. The Bay Area supports the largest Chinese-American population and business base within the United States, and numerous Bay Area residents with business and family linkages to Hong Kong, Guangzhou, Shanghai and other major Chinese urban centers need access to more direct and convenient air services that will reduce travel time. The proposed SFO-Guangzhou service is estimated to shrink by five-to-six hours the total flying time, and thus would enhance substantially the service and competition policies of the Department.

With international air traffic rapidly regaining its pre-9/11 growth levels, and as our Bay Area businesses participate more and more in the exciting opportunities offered by China's dynamic economic growth, the time is ripe for United to offer this highly competitive direct daily non-stop service between SFO and Guangzhou.

We urge you to select United Airlines in the above-cited docket for direct daily nonstop service between SFO-Guangzhou. Thank you for your consideration.

Sincerely,

Michael C. Sutton  
President

**SPOTT, LUCEY & WALL, Inc.**

THOMAS J. SPOTT (415) 217-6901

CRISTA M. LUCEY (415) 217-6902

CHARLOTTE R. WALL (415) 217-6903

RUSSELL T. MANSKY (415) 217-6906

MING P. FANG (415) 217-6909

**CERTIFIED PUBLIC ACCOUNTANTS****601 MONTGOMERY STREET****SUITE 777****SAN FRANCISCO, CA 94111-2610**

IRINA BENDA

(415) 217-6943

LI ZHANG

(415) 217-6907

RECEPTION:

(415) 217-6900

FACSIMILE:

(415) 217-6908

November 15, 2004

The Honorable Norman Y. Mineta  
 Secretary, U.S. Department of Transportation  
 400 7<sup>th</sup> Street, S.W.  
 Washington, D.C. 20590

Dear Secretary Mineta:

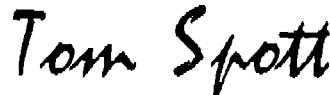
On behalf of Spott, Lucey & Wall, Inc. CPA's, we write to urge The Department of Transportation to select United Airlines' application to provide direct daily non-stop international air service between San Francisco International Airport (SFO) and Guangzhou, China. The proposed new service is essential to meet rapidly growing demand for more direct access to the Pearl River Delta region by Bay Area businesses.

We strongly support United's efforts to expand its services between the Bay Area and China's exploding economic markets. The Bay Area supports the largest Chinese-American population and business base within the United States, and numerous Bay Area residents with business and family linkages to Hong Kong, Guangzhou, Shanghai and other major Chinese urban centers need access to more direct and convenient air services that will reduce travel time. The proposed SFO-Guangzhou service is estimated to shrink by five-to-six hours the total flying time, and thus would enhance substantially the service and competition policies of the Department.

With international air traffic rapidly regaining its pre-9/11 growth levels, and as our Bay Area businesses participate more and more in the exciting opportunities offered by China's dynamic economic growth, the time is ripe for United to offer this highly competitive direct daily non-stop service between SFO and Guangzhou.

We urge you to select United Airlines in the above-cited docket for direct daily nonstop service between SFO-Guangzhou. Thank you for your consideration.

Yours very truly,



THOMAS J. SPOTT

2004 DEC -3 A 11:01  
 DEPT OF TRANSPORTATION  
 DOCKETS





## AMERICA CALIFORNIA BANK

November 5, 2004

The Honorable Norman Y. Mineta  
Secretary, U.S. Department of Transportation  
400 7<sup>th</sup> Street, S.W.  
Washington, DC 20590

Dear Secretary Mineta,

On behalf of America California Bank, we write to urge the Department of Transportation to select United Airlines' application to provide direct daily non-stop international air service between San Francisco International Airport (SFO) and Guangzhou, China. The proposed new service is essential to meet rapidly growing demand for more direct access to the Pearl River Delta region by Bay Area businesses.

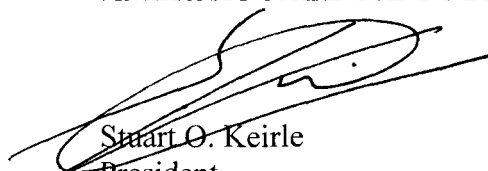
We strongly support United's efforts to expand its services between the Bay Area and China's exploding economic markets. The Bay Area supports the largest Chinese-American population and business base within the United States, and numerous Bay Area Residents with business and family linkages to Hong Kong, Guangzhou, Shanghai and other major Chinese urban centers need access to more direct and convenient air services that will reduce travel time. The proposed SFO-Guangzhou service is estimated to shrink by five-to-six hours the total flying time, and thus would enhance substantially the service and competition policies of the Department.

With international air traffic rapidly regaining its pre-9/11 growth levels, and as our Bay Area businesses participate more and more in the exciting opportunities offered by China's dynamic economic growth, the time is ripe for United to offer this highly competitive direct daily non-stop service between SFO and Guangzhou.

We urge you to select United Airlines in the above-cited docket for direct daily nonstop service between SFO-Guangzhou. Thank you for your consideration.

Sincerely,

AMERICA CALIFORNIA BANK



Stuart O. Keirle  
President  
Chief Executive Officer

DEPT. OF TRANSPORTATION  
DOCKETS  
2004 DEC - 3 A 4: 01



# Board of Directors

James Fong, Chairman

Walter Fong, Vice Chair

Anton Qiu, Treasurer

Tom Klitgaard, Secretary

Andrew Lee, Member

Meiinda Yee, Member

Paul Zen, Member

## SAN FRANCISCO - SHANGHAI SISTER CITY COMMITTEE



November 18, 2004

The Honorable Norman Y. Mineta  
U.S. Secretary of Transportation  
400 T<sup>h</sup> Street, S.W.  
Washington, DC 20590  
Docket No. OST 2004-19077

Dear Secretary Mineta,

On behalf of the San Francisco Shanghai Sister City Committee we write to urge The Department of Transportation to select United Airlines' application to provide direct daily non-stop international air service between the San Francisco International Airport (SFO) and Guangzhou, China.

San Francisco and Shanghai have shared a unique relationship as Sister Cities since first established in 1980 by former San Francisco Mayor Dianne Feinstein and former Shanghai Mayor Wang Daohan. The two Mayors charged the Committee on each side with promoting cross cultural exchanges of ideas, promoting goodwill between the two cities and nations and building upon and strengthening friendships and understanding.

Our friendship, approaching its 25<sup>th</sup> anniversary next year, has continued to blossom via a variety of goodwill and exchange programs, which often include traveling to different parts of China, including the rapidly growing Pearl River Delta.

We strongly support United's efforts to expand its services between the Bay Area and China. The Bay Area, which boasts the largest Chinese-American population within the United States, desperately needs a more direct and convenient air route to one of China's most often visited locales—the Pearl River Delta. United's proposed service reduces travel time and substantially enhances service.

We urge you to select United Airlines.

Most sincerely,

Walter Fong  
Board of Directors

2004 DEC -3 A 11:00

DEPT. OF TRANSPORTATION  
DOCKETS


**SAN FRANCISCO BAY AREA RAPID TRANSIT DISTRICT**

300 Lakeside Drive, P.O. Box 12688  
Oakland, CA 94604-2688  
(510) 464-6000

James Fang  
PRESIDENT

Dan Richard  
VICE-PRESIDENT

Thomas E. Margro  
GENERAL MANAGER

**DIRECTORS**

Dan Richard  
1ST DISTRICT

Joel Keller  
2ND DISTRICT

Ray Nakadegawa  
3RD DISTRICT

Carole Ward Allen  
4TH DISTRICT

Peter W. Snyder  
5TH DISTRICT

Thomas M. Blalock  
6TH DISTRICT

Lynette Sweet  
7TH DISTRICT

James Fang  
8TH DISTRICT

Tom Radulovich  
9TH DISTRICT

November 18, 2004

The Honorable Norman Y. Mineta  
U.S. Secretary of Transportation  
400 7<sup>th</sup> Street, S.W.  
Washington, DC 20590  
Docket No. OST 2004-19077

Dear Secretary Mineta,

As President of the San Francisco Bay Area Rapid Transit District (BART) I am writing to urge the Department of Transportation to select United Airlines' application to provide direct daily non-stop international air service between the San Francisco International Airport (SFO) and Guangzhou, China.

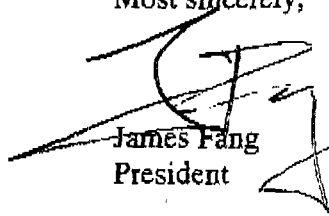
Since opening in June of 2003, the BART SFO station was at first underutilized by commuters. However, as the economy continues to improve, so has ridership along the SFO Extension. With the addition of a direct daily non-stop flight between SFO and Guangzhou, China, ridership would certainly be expanded further, especially at the BART SFO station, given the Bay Area's location as "Gateway to the Pacific Rim" and its sizable Chinese-American population.

As Bay Area businesses continue to seek out China's vast economic opportunities, direct service from SFO to the Pearl River Delta becomes increasingly imperative in improving upon the Bay Area's own business economy.

I urge you to select United Airlines in the above-cited docket for direct, daily nonstop service between SFO and Guangzhou.

Thank you for your consideration.

Most sincerely,

  
James Fang  
President

DEPT OF TRANSPORTATION  
DOCKETS  
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809 SACRAMENTO STREET  
SAN FRANCISCO, CALIFORNIA 94108  
(415) 397-0220 | (415) 397-7258  
WWW.ASIANWEEK.COM



November 18, 2004

The Honorable Norman Y. Mineta  
U.S. Secretary of Transportation  
Department of Transportation  
400 7<sup>th</sup> Street, S.W.  
Washington, D.C. 20590  
Docket No. OST 2004-19077

Dear Secretary Mineta:

On behalf of AsianWeek, the nation's oldest and largest English-language newspaper reporting about Asian America, we write to urge The Department of Transportation to select United Airlines' application to provide direct daily non-stop international air service between San Francisco International Airport (SFO) and Guangzhou, China.

The Bay Area has long been considered the gateway to the Pacific Rim. Additionally, it is home to the nation's largest Chinese-American population, with the majority of these American's ancestors hailing from Guangzhou. These factors, in combination with the thriving economic opportunities available to Bay Area businesses in China, make a direct, nonstop route between San Francisco and the Pearl River Delta essential. We strongly support United's efforts to expand its services between the Bay Area and Guangzhou.

With international air traffic rapidly regaining its pre-9/11 growth levels, and as our Bay Area businesses participate more and more in the exciting opportunities offered by China's dynamic economic growth, the time is ripe for United to offer this highly competitive direct daily non-stop service between SFO and Guangzhou.

We urge you to select United Airlines in the above-cited docket for direct daily nonstop service between SFO-Guangzhou. Thank you for your consideration.

Sincerely,

  
Ted Fang  
Editor

DEPT. OF TRANSPORTATION  
DOCKETS  
2004 DEC - 3 A 11:01